

GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST



Multiple Award Schedule (MAS)

Professional Services

Contract number: 47QTCA21D0030

Contract period: 12/14/2020 – 12/13/2025

Business size: Small Business

BMNT, Inc.

410 Sherman Ave.
Palo Alto, CA 94306

Phone: 831-905-4512

Fax: N/A

Website: <https://www.bmnt.com/>

Contract administration source:
Steven Peterson,
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We're a tight-knit team of creatives, engineers, makers, veterans and policy wonks, aligned around the common goal of changing the way organizations think about and solve problems.

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: GSAAAdvantage.gov.

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

CUSTOMER INFORMATION

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

SIN:	DESCRIPTION
541690	Integrated Logistics Support
54151S	Information Technology Professional Services
611420	Information Technology Training
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:

541690: Professional Services Analyst 1 \$76.03

54151S: IT Analyst 1 \$76.03

611420: IT Training Facilitator 1 \$87.33

541611: Management/Financial Analyst 1 \$76.03

1c. HOURLY RATES (Services only):

See the GSA Pricelist below

2. MAXIMUM ORDER*:

SIN's 541690, 541611: \$1,000,000

SIN 54151S: \$500,000

SIN 611420: \$250,000

3. MINIMUM ORDER: \$100

4. GEOGRAPHIC COVERAGE: CONUS

5. POINT(S) OF PRODUCTION: US

6. DISCOUNT FROM LIST PRICES:

GSA Prices are shown on GSA Advantage! System

7. QUANTITY DISCOUNT(S):

Additional 0.5% on single orders ≥ 250K

Additional 1% on single orders ≥ \$1M

8. PROMPT PAYMENT TERMS: Net 30 Days.

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9.a Government Purchase Cards is accepted up to \$3000

9.b Government Purchase Cards are accepted above the micro-purchase threshold. Contact contractor for limit.

10. FOREIGN ITEMS: None

11a. TIME OF DELIVERY: 30 days

11b. EXPEDITED DELIVERY: Expedited delivery is available. Contact the Contractor for rates.

11c. OVERNIGHT AND 2-DAY DELIVERY: Overnight and 2-day delivery are available. Contact the Contractor for rates.

11d. URGENT REQUIRMENTS: Agencies can contact the Contractor's representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

12. FOB POINT: Destination

13a. ORDERING ADDRESS: Same as contractor

13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3..

14. PAYMENT ADDRESS: Same as contractor

15. WARRANTY PROVISION: N/A

16. EXPORT PACKING CHARGES: Contact Sales Office

17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE: Contact contractor for limit.

18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR: N/A

19. TERMS AND CONDITIONS OF INSTALLATION: N/A

20. TERMS AND CONDITIONS OF REPAIR PARTS: N/A

20a. TERMS AND CONDITIONS FOR ANY OTHER SERVICES: N/A

21. LIST OF SERVICE & DISTRIBUTION POINTS: N/A

22. LIST OF PARTICIPATING DEALERS: N/A

23. PREVENTIVE MAINTENANCE: N/A

24a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants): N/A

24b. Section 508 Compliance for Electronic and Information Technology (EIT): N/A

25. DUNS NUMBER: 079444802

26. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE: Active Registration in the SAM database.

PRICING INFORMATION

SIN	Labor Category	Price Offered to GSA
541690	Professional Services Subject Matter Expert 5	\$333.91
541690	Professional Services Subject Matter Expert 4	\$220.89
541690	Professional Services Subject Matter Expert 3	\$189.04
541690	Professional Services Subject Matter Expert 2	\$175.69
541690	Professional Services Subject Matter Expert 1	\$169.52
541690	Professional Services System Engineer 4	\$198.29
541690	Professional Services System Engineer 3	\$178.77
541690	Professional Services System Engineer 2	\$154.11
541690	Professional Services System Engineer 1	\$132.54
541690	Professional Services Facilitator 3	\$144.86
541690	Professional Services Facilitator 2	\$115.07
541690	Professional Services Facilitator 1	\$87.33
541690	Professional Services Analyst 4	\$96.58
541690	Professional Services Analyst 3	\$87.33
541690	Professional Services Analyst 2	\$81.17
541690	Professional Services Analyst 1	\$76.03
541690	Professional Services Ecosystem Architect	\$174.66
54151S	IT Subject Matter Expert 5	\$333.91
54151S	IT Subject Matter Expert 4	\$220.89
54151S	IT Subject Matter Expert 3	\$189.04
54151S	IT Subject Matter Expert 2	\$175.69
54151S	IT Subject Matter Expert 1	\$169.52
54151S	IT System Engineer 4	\$198.29
54151S	IT System Engineer 3	\$178.77
54151S	IT System Engineer 2	\$154.11
54151S	IT System Engineer 1	\$132.54
54151S	IT Facilitator 3	\$144.86
54151S	IT Facilitator 2	\$115.07
54151S	IT Facilitator 1	\$87.33
54151S	IT Analyst 4	\$96.58
54151S	IT Analyst 3	\$87.33
54151S	IT Analyst 2	\$81.17
54151S	IT Analyst 1	\$76.03
54151S	IT Ecosystem Architect	\$174.66
611420	IT Training Subject Matter Expert 5	\$333.91
611420	IT Training Subject Matter Expert 4	\$220.89
611420	IT Training Subject Matter Expert 3	\$189.04
611420	IT Training Subject Matter Expert 2	\$175.69
611420	IT Training Subject Matter Expert 1	\$169.52
611420	IT Training Facilitator 3	\$144.86

611420	IT Training Facilitator 2	\$115.07
611420	IT Training Facilitator 1	\$87.33
541611	Management/Financial Subject Matter Expert 5	\$333.91
541611	Management/Financial Subject Matter Expert 4	\$220.89
541611	Management/Financial Subject Matter Expert 3	\$189.04
541611	Management/Financial Subject Matter Expert 2	\$175.69
541611	Management/Financial Subject Matter Expert 1	\$169.52
541611	Management/Financial System Engineer 4	\$198.29
541611	Management/Financial System Engineer 3	\$178.77
541611	Management/Financial System Engineer 2	\$154.11
541611	Management/Financial System Engineer 1	\$132.54
541611	Management/Financial Facilitator 3	\$144.86
541611	Management/Financial Facilitator 2	\$115.07
541611	Management/Financial Facilitator 1	\$87.33
541611	Management/Financial Analyst 4	\$96.58
541611	Management/Financial Analyst 3	\$87.33
541611	Management/Financial Analyst 2	\$81.17
541611	Management/Financial Analyst 1	\$76.03
541611	Management/Financial Ecosystem Architect	\$174.66

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Professional Services Subject Matter Expert 5	<p>Industry recognized Professional Services authority experienced in identifying customer industry trends and guiding System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Professional Services, Integrated Logistics Support, and Innovation Consulting in these and like areas. Level 5 is an industry recognized expert in the given field through professional publications, speaking engagements or organization and thought leadership.</p> <p>Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, requirements determination and strategy, policy standards/procedures development, advising on long-term reliability and maintainability, client leadership strategy training, organization innovation strategy consulting.</p>	Bachelors	21
Professional Services Subject Matter Expert 4	<p>Uses recognized industry experience to identify customer industry trends and guide System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Professional Services, Integrated Logistics Support, and Innovation Consulting in these and like fields. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, requirements determination and strategy, procedures development, client leadership strategy training, conduct acceptance, function and post acceptance testing.</p>	Bachelors	17

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Professional Services Subject Matter Expert 3	<p>Uses well-known industry experience to Identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Professional Services and Integrated Logistics Support. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies, research study review and analysis, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements/conduct research.</p>	Bachelors	12
Professional Services Subject Matter Expert 2	<p>Uses known industry experience to Identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Professional Services and Integrated Logistics Support. Level 2 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements research.</p>	Bachelors	10
Professional Services Subject Matter Expert 1	<p>Uses industry experience to Identify industry trends and support the formation of recommendations to Senior Subject Matter Experts based customer requirements. Also assists with the validation of potential solutions to customer problems. Specialty in Professional Services and Integrated Logistics Support. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, human performance analysis, customer and industry requirements research.</p>	Bachelors	8
Professional Services System Engineer 4	<p>Leads technical customer innovation efforts. Guides customer innovation efforts using Senior Subject Matter Expert recommendations and ensures the proper tailoring of systems to meet customer needs. Manages the implementation of customer solutions and ensures successful solution outcomes. Specialty in Professional Services and Integrated Logistics Support. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include designing, managing, and implementing system integrations and solutions based on client and Subject Matter Expert strategies. Typical associated tasks include, but are not limited to, managing and addressing potential points of system vulnerability, creating strategies to maintain the highest levels of systems and infrastructure availability and operational efficiency, client team solution and future systems requirements mapping, managing client engagement outcomes, creating security, backup, and redundancy strategies.</p>	Bachelors	15

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Professional Services System Engineer 3	<p>Provides technical support to senior engineers in leading customer innovation efforts. Uses Subject Matter Expert recommendations and new or validated innovation systems to manage customer solution outcomes and ensures operational efficiency in executing program requirements. Specialty in Professional Services and Integrated Logistics Support. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level System Engineers.</p> <p>Services include implementing system design, integrations, and solutions based on client, Subject Matter Expert, and senior engineer strategies. Typical associated tasks include, but are not limited to, monitoring systems and solutions for potential vulnerabilities, proactively ensuring the highest levels of systems and infrastructure availability and operational efficiency, supporting client team solution and requirements mapping, viability and feasibility testing, managing logistics of client team engagements, supporting the development and implementation of security, backup, and redundancy strategies, manages delivery of all engineering deliverables.</p>	Bachelors	10
Professional Services System Engineer 2	<p>Provides technical support to Senior Engineers in implementing Subject Matter Expert recommendations for customer innovation efforts. Ensures positive customer solution outcomes and operational efficiency in executing program requirements. Specialty in Professional Services and Integrated Logistics Support. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher level System Engineers.</p> <p>Services include supporting implementation of system designs, integrations, and solutions based on direction of senior engineers. Typical associated tasks include, but are not limited to, monitoring systems and solutions for vulnerabilities, proactively ensuring the highest levels of systems and infrastructure availability, client team requirements testing, viability and feasibility testing, supporting logistics of client team engagements, supporting the development of security, backup, and redundancy protocols and overseeing their implementation, creating system integration and vulnerability report deliverables.</p>	Bachelors	8
Professional Services System Engineer 1	<p>Provides technical support to Senior Engineers in implementing Subject Matter Expert recommendations for customer innovation efforts. Ensures operational efficiency in executing program requirements. Specialty in Professional Services and Integrated Logistics Support. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include supporting implementation of system designs, integrations, and solutions based on direction of senior engineers. Typical associated tasks include, but are not limited to, monitoring systems and solutions for vulnerabilities, implementing root changes into operational systems, implementing security, backup, and redundancy protocols, creating system health and vulnerability deliverables.</p>	Bachelors	4
Professional Services Facilitator 3	<p>Executes Subject Matter Expert and Systems Engineer client engagement strategies. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Ensures the accuracy, timely delivery of all client workshop deliverables. Specialty in Professional Services and Integrated Logistics Support. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include management of all client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, designing client engagement strategies based upon program requirements and SME vision for execution, managing client experience before, during, and after every in-person and virtual client engagement, leading in-person and virtual events with the support of lower level Facilitators, manages delivery of all in-person workshop products, provides recommendations to Subject Matter Experts and client teams to increase the efficacy of future in-person and virtual engagements.</p>	Bachelors	8

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Professional Services Facilitator 2	<p>Leads customer teams through engagements associated with the customers' innovation efforts. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Specialty in Professional Services and Integrated Logistics Support. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, ensuring the logistical and operational efficiency and efficacy of in-person and virtual client engagements, managing client experience during in-person and virtual client engagements, leading in-person and virtual events with supervision of senior Facilitators, supports delivery of all in-person workshop products.</p>	Bachelors	6
Professional Services Facilitator 1	<p>Supports senior Facilitators in guiding customer teams through engagements associated with the customers' innovation efforts. Supports the execution of large in-person and virtual client engagements. Specialty in Professional Services and Integrated Logistics Support. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, securing and preparing workshop space for in-person engagements and infrastructure for virtual client engagements, prepares all in-person and virtual workshop materials prior to engagements, supports delivery of all products originating from in-person workshops.</p>	Bachelors	4
Professional Services Analyst 4	<p>Oversees the customer and industry data analysis process and ensures accurate collection, cleaning, and organization of data. Identifies trends from collected data and makes recommendations on trend focus areas and potential cross-pollination areas to System Engineers and Subject Matter Experts. Manages delivery of all analytical products. Specialty in Professional Services and Integrated Logistics Support. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include high level analysis of industry and client data in order to create insightful recommendations for Subject Matter Expert and System Engineer teams. Typical associated tasks include, but are not limited to, management of all client facing and executive level analytic deliverables communicating trends and patterns from predictive and prescriptive analysis, developing strategy recommendations for database, data policy, and data governance, managing design and implementation of data systems and databases, and using statistical tools to identify impactful trends from organized data sets.</p>	Bachelors	6
Professional Services Analyst 3	<p>Identifies trends from collected customer and industry data. Makes recommendations on trend focus areas and potential cross-pollination areas to senior analysts. Generates analytical products for use by Senior Analysts, Systems Engineers, and Subject Matter Experts. Specialty in Professional Services and Integrated Logistics Support. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include analysis of industry and client data in order to create insightful recommendations for Senior Analysts. Typical associated tasks include, but are not limited to, using statistical tools to interpret data sets in order to discover trends and patterns, supporting the creation of client facing and executive level analytic deliverables communicating trends and patterns from predictive and prescriptive analysis, collaborating with engineer teams to identify process improvements, supporting the design of data systems and databases, and fixing coding errors and other data-related problems.</p>	Bachelors	4

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Professional Services Analyst 2	<p>Collects, cleans, and organizes customer and industry data for analysis. Supports analysis of customer data and identification of data trend . Supports the generation of analytical products. Works in tandem with other Analysts to maintain and update databases of client information. Specialty in Professional Services and Integrated Logistics Support. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher level Analysts.</p> <p>Services include curation, and analysis of industry and client data in order to create insightful recommendations for Senior Analysts on potential trends and patterns. Typical associated tasks include, but are not limited to, working with client program teams to clean and curate company and industry data to ensure high fidelity analysis, organizing collected data in databases designed by senior analysts, using statistical tools to interpret data sets in order to discover trends and patterns, and fixing coding errors and other data-related problems.</p>	Bachelors	2
Professional Services Analyst 1	<p>Entry level collection, cleaning, and organization of customer problem data for analysis. Supports analysis of customer data, identification of data trends, and works in tandem with other Analysts to maintain and update databases of client information. Specialty in Professional and Integrated Logistics Support. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include collection, organization, and cleaning of industry and client data in order to create viable and efficient databases for analysis. Typical associated tasks include, but are not limited to, working with client program teams to collect company and industry data through interviews, in-person events, and virtual transfer, organizing collected data in databases designed by senior analysts, cleaning data to ensure highest fidelity trend analysis, implementing fixes to coding errors and other data-related problems.</p>	Bachelors	0
Professional Services Ecosystem Architect	<p>Supports clients and program teams in building effective, long-term, grass-roots innovation efforts. Uses qualitative/quantitative market data from existing innovation ecosystems and an extensive professional network to build an ecosystem of start-up entrepreneurs, venture capital, private equity, and academic organizations around client problems to foster innovative solutions. Specialty in Professional and Integrated Logistics Support. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include advisory support to executive and program teams in building innovation ecosystems and solution networks. Typical associated tasks include, but are not limited to, working directly with industry partners to create a network map of organizations working on similar problems, leading engagements with internal client teams and external organizations to promote efficient use of organizational resources, connecting Subject Matter Experts to potential solution vendors for viability, feasibility, and desirability testing, and integrating clients and innovation communities (entrepreneur, venture capital, private equity, and academic) to create an innovation ecosystem and explore cutting edge solutions to company problems.</p>	Bachelors	15
IT Subject Matter Expert 5	<p>Industry recognized Professional Services authority experienced in identifying customer industry trends and guiding System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, Other Computer Related Services, and Innovation Consulting in these and like areas. Level 5 is an industry recognized expert in the given field through professional publications, speaking engagements or organization and thought leadership.</p> <p>Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, requirements determination and strategy, policy standards/procedures development, advising on long-term reliability and maintainability, client leadership strategy training, organization innovation strategy consulting.</p>	Bachelors	21

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT Subject Matter Expert 4	<p>Uses recognized industry experience to identify customer industry trends and guide System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, Other Computer Related Services, and Innovation Consulting in these and like fields. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, requirements determination and strategy, procedures development, client leadership strategy training, conduct acceptance, function and post acceptance testing.</p>	Bachelors	17
IT Subject Matter Expert 3	<p>Uses well-known industry experience to Identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies, research study review and analysis, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements/conduct research.</p>	Bachelors	12
IT Subject Matter Expert 2	<p>Uses known industry experience to Identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 2 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements research.</p>	Bachelors	10
IT Subject Matter Expert 1	<p>Uses industry experience to Identify industry trends and support the formation of recommendations to Senior Subject Matter Experts based customer requirements. Also assists with the validation of potential solutions to customer problems. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, human performance analysis, customer and industry requirements research.</p>	Bachelors	8

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT System Engineer 4	<p>Leads technical customer innovation efforts. Guides customer innovation efforts using Senior Subject Matter Expert recommendations and ensures the proper tailoring of systems to meet customer needs. Manages the implementation of customer solutions and ensures successful solution outcomes. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include designing, managing, and implementing system integrations and solutions based on client and Subject Matter Expert strategies. Typical associated tasks include, but are not limited to, managing and addressing potential points of system vulnerability, creating strategies to maintain the highest levels of systems and infrastructure availability and operational efficiency, client team solution and future systems requirements mapping, managing client engagement outcomes, creating security, backup, and redundancy strategies.</p>	Bachelors	15
IT System Engineer 3	<p>Provides technical support to senior engineers in leading customer innovation efforts. Uses Subject Matter Expert recommendations and new or validated innovation systems to manage customer solution outcomes and ensures operational efficiency in executing program requirements. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level System Engineers.</p> <p>Services include implementing system design, integrations, and solutions based on client, Subject Matter Expert, and senior engineer strategies. Typical associated tasks include, but are not limited to, monitoring systems and solutions for potential vulnerabilities, proactively ensuring the highest levels of systems and infrastructure availability and operational efficiency, supporting client team solution and requirements mapping, viability and feasibility testing, managing logistics of client team engagements, supporting the development and implementation of security, backup, and redundancy strategies, manages delivery of all engineering deliverables.</p>	Bachelors	10
IT System Engineer 2	<p>Provides technical support to Senior Engineers in implementing Subject Matter Expert recommendations for customer innovation efforts. Ensures positive customer solution outcomes and operational efficiency in executing program requirements. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher level System Engineers.</p> <p>Services include supporting implementation of system designs, integrations, and solutions based on direction of senior engineers. Typical associated tasks include, but are not limited to, monitoring systems and solutions for vulnerabilities, proactively ensuring the highest levels of systems and infrastructure availability, client team requirements testing, viability and feasibility testing, supporting logistics of client team engagements, supporting the development of security, backup, and redundancy protocols and overseeing their implementation, creating system integration and vulnerability report deliverables.</p>	Bachelors	8
IT System Engineer 1	<p>Provides technical support to Senior Engineers in implementing Subject Matter Expert recommendations for customer innovation efforts. Ensures operational efficiency in executing program requirements. Specialty in Professional Services and Integrated Logistics Support. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include supporting implementation of system designs, integrations, and solutions based on direction of senior engineers. Typical associated tasks include, but are not limited to, monitoring systems and solutions for vulnerabilities, implementing root changes into operational systems, implementing security, backup, and redundancy protocols, creating system health and vulnerability deliverables.</p>	Bachelors	4

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT Facilitator 3	<p>Executes Subject Matter Expert and Systems Engineer client engagement strategies. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Ensures the accuracy, timely delivery of all client workshop deliverables. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include management of all client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, designing client engagement strategies based upon program requirements and SME vision for execution, managing client experience before, during, and after every in-person and virtual client engagement, leading in-person and virtual events with the support of lower level Facilitators, manages delivery of all in-person workshop products, provides recommendations to Subject Matter Experts and client teams to increase the efficacy of future in-person and virtual engagements.</p>	Bachelors	8
IT Facilitator 2	<p>Leads customer teams through engagements associated with the customers' innovation efforts. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, ensuring the logistical and operational efficiency and efficacy of in-person and virtual client engagements, managing client experience during in-person and virtual client engagements, leading in-person and virtual events with supervision of senior Facilitators, supports delivery of all in-person workshop products.</p>	Bachelors	6
IT Facilitator 1	<p>Supports senior Facilitators in guiding customer teams through engagements associated with the customers' innovation efforts. Supports the execution of large in-person and virtual client engagements. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, securing and preparing workshop space for in-person engagements and infrastructure for virtual client engagements, prepares all in-person and virtual workshop materials prior to engagements, supports delivery of all products originating from in-person workshops.</p>	Bachelors	4
IT Analyst 4	<p>Oversees the customer and industry data analysis process and ensures accurate collection, cleaning, and organization of data. Identifies trends from collected data and makes recommendations on trend focus areas and potential cross-pollination areas to System Engineers and Subject Matter Experts. Manages delivery of all analytical products. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include high level analysis of industry and client data in order to create insightful recommendations for Subject Matter Expert and System Engineer teams. Typical associated tasks include, but are not limited to, management of all client facing and executive level analytic deliverables communicating trends and patterns from predictive and prescriptive analysis, developing strategy recommendations for database, data policy, and data governance, managing design and implementation of data systems and databases, and using statistical tools to identify impactful trends from organized data sets.</p>	Bachelors	6

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT Analyst 3	<p>Identifies trends from collected customer and industry data. Makes recommendations on trend focus areas and potential cross-pollination areas to senior analysts. Generates analytical products for use by Senior Analysts, Systems Engineers, and Subject Matter Experts. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include analysis of industry and client data in order to create insightful recommendations for Senior Analysts. Typical associated tasks include, but are not limited to, using statistical tools to interpret data sets in order to discover trends and patterns, supporting the creation of client facing and executive level analytic deliverables communicating trends and patterns from predictive and prescriptive analysis, collaborating with engineer teams to identify process improvements, supporting the design of data systems and databases, and fixing coding errors and other data-related problems.</p>	Bachelors	4
IT Analyst 2	<p>Collects, cleans, and organizes customer and industry data for analysis. Supports analysis of customer data and identification of data trend . Supports the generation of analytical products. Works in tandem with other Analysts to maintain and update databases of client information. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher level Analysts.</p> <p>Services include curation, and analysis of industry and client data in order to create insightful recommendations for Senior Analysts on potential trends and patterns. Typical associated tasks include, but are not limited to, working with client program teams to clean and curate company and industry data to ensure high fidelity analysis, organizing collected data in databases designed by senior analysts, using statistical tools to interpret data sets in order to discover trends and patterns, and fixing coding errors and other data-related problems.</p>	Bachelors	2
IT Analyst 1	<p>Entry level collection, cleaning, and organization of customer problem data for analysis. Supports analysis of customer data, identification of data trends, and works in tandem with other Analysts to maintain and update databases of client information. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include collection, organization, and cleaning of industry and client data in order to create viable and efficient databases for analysis. Typical associated tasks include, but are not limited to, working with client program teams to collect company and industry data through interviews, in-person events, and virtual transfer, organizing collected data in databases designed by senior analysts, cleaning data to ensure highest fidelity trend analysis, implementing fixes to coding errors and other data-related problems.</p>	Bachelors	0

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT Ecosystem Architect	<p>Supports clients and program teams in building effective, long-term, grass-roots innovation efforts. Uses qualitative/quantitative market data from existing innovation ecosystems and an extensive professional network to build an ecosystem of start-up entrepreneurs, venture capital, private equity, and academic organizations around client problems to foster innovative solutions. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services.</p> <p>Services include advisory support to executive and program teams in building innovation ecosystems and solution networks. Typical associated tasks include, but are not limited to, working directly with industry partners to create a network map of organizations working on similar problems, leading engagements with internal client teams and external organizations to promote efficient use of organizational resources, connecting Subject Matter Experts to potential solution vendors for viability, feasibility, and desirability testing, and integrating clients and innovation communities (entrepreneur, venture capital, private equity, and academic) to create an innovation ecosystem and explore cutting edge solutions to company problems.</p>	Bachelors	15
IT Training Subject Matter Expert 5	<p>Industry recognized Professional Services authority experienced in identifying customer industry trends and guiding System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology and Computer Training on hardware, software, cloud, other applicable systems, and Innovation Consulting in these and like fields. Level 5 is an industry recognized expert in the given field through professional publications, speaking engagements or organization and thought leadership.</p> <p>Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, requirements determination and strategy, policy standards/procedures development, advising on long-term reliability and maintainability, client leadership strategy training, organization innovation strategy consulting.</p>	Bachelors	21
IT Training Subject Matter Expert 4	<p>Uses recognized industry experience to identify customer industry trends and guide System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology and Computer Training on hardware, software, cloud, and other applicable systems, and Innovation Consulting in these and like fields. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include providing advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, requirements determination and strategy, procedures development, client leadership strategy training, conduct acceptance, function and post acceptance testing.</p>	Bachelors	17
IT Training Subject Matter Expert 3	<p>Uses well-known industry experience to identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology and Computer Training on hardware, software, cloud, and other applicable systems, and Innovation Consulting in these and like fields. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies, research study review and analysis, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements/conduct research.</p>	Bachelors	12

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT Training Subject Matter Expert 2	<p>Uses known industry experience to Identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Information Technology and Computer Training on hardware, software, cloud, and other applicable systems, and Innovation Consulting in these and like fields. Level 2 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements research.</p>	Bachelors	10
IT Training Subject Matter Expert 1	<p>Uses industry experience to Identify industry trends and support the formation of recommendations to Senior Subject Matter Experts based customer requirements. Also assists with the validation of potential solutions to customer problems. Specialty in Information Technology and Computer Training on hardware, software, cloud, and other applicable systems, and Innovation Consulting in these and like fields. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include providing assistance to more senior level Subject Matter Experts in generating advice and assistance to businesses and other organizations on scientific and technical issues (except environmental). Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, human performance analysis, customer and industry requirements research.</p>	Bachelors	8
IT Training Facilitator 3	<p>Executes Subject Matter Expert and Systems Engineer client engagement strategies. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Ensures the accuracy, timely delivery of all client workshop deliverables. Specialty in Information Technology, Custom Computer Programming Services, Computer Systems Design Services, Computer Facilities Management Services, and Other Computer Related Services. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include management of all client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, designing client engagement strategies based upon program requirements and SME vision for execution, managing client experience before, during, and after every in-person and virtual client engagement, leading in-person and virtual events with the support of lower level Facilitators, manages delivery of all in-person workshop products, provides recommendations to Subject Matter Experts and client teams to increase the efficacy of future in-person and virtual engagements.</p>	Bachelors	8
IT Training Facilitator 2	<p>Leads customer teams through engagements associated with the customers' innovation efforts. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Specialty in Information Technology and Computer Training on hardware, software, cloud, and other applicable systems. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, ensuring the logistical and operational efficiency and efficacy of in-person and virtual client engagements, managing client experience during in-person and virtual client engagements, leading in-person and virtual events with supervision of senior Facilitators, supports delivery of all in-person workshop products.</p>	Bachelors	6

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
IT Training Facilitator 1	<p>Supports senior Facilitators in guiding customer teams through engagements associated with the customers' innovation efforts. Supports the execution of large in-person and virtual client engagements. Specialty in Information Technology and Computer Training on hardware, software, cloud, and other applicable systems. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, securing and preparing workshop space for in-person engagements and infrastructure for virtual client engagements, prepares all in-person and virtual workshop materials prior to engagements, supports delivery of all products originating from in-person workshops.</p>	Bachelors	4
Management/Financial Subject Matter Expert 5	<p>Industry recognized Professional Services authority experienced in identifying customer industry trends and guiding System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Financial Consulting, Management Consulting, Administrative Management, General Management Consulting, and Innovation Consulting services in these and like areas. Level 5 is an industry recognized expert in the given field through professional publications, speaking engagements or organization and thought leadership.</p> <p>Services include providing advice and assistance to businesses and other organizations specializing in assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Typical associated tasks include, but are not limited to, requirements determination and strategy, policy standards/procedures development, advising on long-term reliability and maintainability, client leadership strategy training, organization innovation strategy consulting.</p>	Bachelors	21
Management/Financial Subject Matter Expert 4	<p>Uses recognized industry experience to identify customer industry trends and guide System Engineer and Analyst teams in anticipating customer requirements. Validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Financial Consulting, Management Consulting, Administrative Management, General Management Consulting, and Innovation Consulting Services in these and like areas. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include providing advice and assistance to businesses and other organizations specializing in assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Typical associated tasks include, but are not limited to, requirements determination and strategy, procedures development, client leadership strategy training, conduct acceptance, function and post acceptance testing. Computer Training, Specialty includes training on hardware, software, cloud, and other applicable systems.</p>	Bachelors	17
Management/Financial Subject Matter Expert 3	<p>Uses well-known industry experience to identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Management Consulting, Administrative Management, General Management Consulting, and Innovation Consulting Services in these and like areas. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing advice and assistance to businesses and other organizations specializing in assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Typical associated tasks include, but are not limited to, conducting research studies, research study review and analysis, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements/conduct research.</p>	Bachelors	12

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Management/Financial Subject Matter Expert 2	<p>Uses known industry experience to Identify industry trends and formulate recommendations to Senior Subject Matter Experts based customer requirements. Also validates customer solutions and identifies potential dual-use technologies, areas of tech transfer, and cross-pollination. Specialty in Management Consulting, Administrative Management, General Management Consulting, and Innovation Consulting Services in these and like areas. Level 2 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level Subject Matter Experts.</p> <p>Services include providing advice and assistance to senior Subject Matter Experts in assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, ergonomic/human performance analysis, feasibility analysis, customer and industry requirements research.</p>	Bachelors	10
Management/Financial Subject Matter Expert 1	<p>Uses industry experience to Identify industry trends and support the formation of recommendations to Senior Subject Matter Experts based customer requirements. Also assists with the validation of potential solutions to customer problems. Specialty in Management Consulting, Administrative Management, General Management Consulting, and Innovation Consulting Services in these and like areas. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include providing advice and assistance to senior Subject Matter Experts in assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Typical associated tasks include, but are not limited to, conducting research studies and formulating industry research reports, human performance analysis, customer and industry requirements research.</p>	Bachelors	8
Management/Financial System Engineer 4	<p>Leads technical customer innovation efforts. Guides customer innovation efforts using Senior Subject Matter Expert recommendations and ensures the proper tailoring of systems to meet customer needs. Manages the implementation of customer solutions and ensures successful solution outcomes. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include designing, managing, and implementing system integrations and solutions based on client and Subject Matter Expert strategies. Typical associated tasks include, but are not limited to, managing and addressing potential points of system vulnerability, creating strategies to maintain the highest levels of systems and infrastructure availability and operational efficiency, client team solution and future systems requirements mapping, managing client engagement outcomes, creating security, backup, and redundancy strategies.</p>	Bachelors	15
Management/Financial System Engineer 3	<p>Provides technical support to senior engineers in leading customer innovation efforts. Uses Subject Matter Expert recommendations and new or validated innovation systems to manage customer solution outcomes and ensures operational efficiency in executing program requirements. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher level System Engineers.</p> <p>Services include implementing system design, integrations, and solutions based on client, Subject Matter Expert, and senior engineer strategies. Typical associated tasks include, but are not limited to, monitoring systems and solutions for potential vulnerabilities, proactively ensuring the highest levels of systems and infrastructure availability and operational efficiency, supporting client team solution and requirements mapping, viability and feasibility testing, managing logistics of client team engagements, supporting the development and implementation of security, backup, and redundancy strategies, manages delivery of all engineering deliverables.</p>	Bachelors	10

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Management/Financial System Engineer 2	<p>Provides technical support to Senior Engineers in implementing Subject Matter Expert recommendations for customer innovation efforts. Ensures positive customer solution outcomes and operational efficiency in executing program requirements. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher level System Engineers.</p> <p>Services include supporting implementation of system designs, integrations, and solutions based on direction of senior engineers. Typical associated tasks include, but are not limited to, monitoring systems and solutions for vulnerabilities, proactively ensuring the highest levels of systems and infrastructure availability, client team requirements testing, viability and feasibility testing, supporting logistics of client team engagements, supporting the development of security, backup, and redundancy protocols and overseeing their implementation, creating system integration and vulnerability report deliverables.</p>	Bachelors	8
Management/Financial System Engineer 1	<p>Provides technical support to Senior Engineers in implementing Subject Matter Expert recommendations for customer innovation efforts. Ensures operational efficiency in executing program requirements. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include supporting implementation of system designs, integrations, and solutions based on direction of senior engineers. Typical associated tasks include, but are not limited to, monitoring systems and solutions for vulnerabilities, implementing root changes into operational systems, implementing security, backup, and redundancy protocols, creating system health and vulnerability deliverables.</p>	Bachelors	4
Management/Financial Facilitator 3	<p>Executes Subject Matter Expert and Systems Engineer client engagement strategies. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Ensures the accuracy, timely delivery of all client workshop deliverables. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include management of all client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, designing client engagement strategies based upon program requirements and SME vision for execution, managing client experience before, during, and after every in-person and virtual client engagement, leading in-person and virtual events with the support of lower level Facilitators, manages delivery of all in-person workshop products, provides recommendations to Subject Matter Experts and client teams to increase the efficacy of future in-person and virtual engagements.</p>	Bachelors	8

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Management/Financial Facilitator 2	<p>Leads customer teams through engagements associated with the customers' innovation efforts. Ensures the successful outcome and smooth operation of customer workshops and engagements using proven innovation methodologies. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, ensuring the logistical and operational efficiency and efficacy of in-person and virtual client engagements, managing client experience during in-person and virtual client engagements, leading in-person and virtual events with supervision of senior Facilitators, supports delivery of all in-person workshop products.</p>	Bachelors	6
Management/Financial Facilitator 1	<p>Supports senior Facilitators in guiding customer teams through engagements associated with the customers' innovation efforts. Supports the execution of large in-person and virtual client engagements. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include support of client team in-person and virtual engagements and related logistics activities. Typical associated tasks include, but are not limited to, securing and preparing workshop space for in-person engagements and infrastructure for virtual client engagements, prepares all in-person and virtual workshop materials prior to engagements, supports delivery of all products originating from in-person workshops.</p>	Bachelors	4
Management/Financial Analyst 4	<p>Oversees the customer and industry financial data analysis process and ensures accurate collection, cleaning, and organization of financial data. Identifies trends from collected data and makes recommendations on trend focus areas to System Engineers and Subject Matter Experts. Manages delivery of all analytical products. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 4 has an expert understanding on the major concepts in a given field, and serves as the functional authority on major subjects within the given field.</p> <p>Services include high level analysis of financial industry and quantitative client financial data in order to create insightful recommendations for Subject Matter Expert and System Engineer teams. Typical associated tasks include, but are not limited to, management of all client facing and executive level analytic deliverables communicating trends and patterns from predictive and prescriptive analysis, developing strategy recommendations for database, data policy, and data governance, managing design and implementation of data systems and databases, and using statistical tools to identify impactful trends from organized data sets.</p>	Bachelors	6
Management/Financial Analyst 3	<p>Identifies trends from collected customer and industry financial data and makes recommendations on trend focus areas to senior analysts. Generates analytical products for use by Senior Analysts, Systems Engineers, and Subject Matter Experts. Specialty in Management Consulting, Administrative Management, and General Management Consulting. Level 3 has a near expert understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include analysis of financial industry and quantitative client financial data in order to create insightful recommendations for Senior Analysts. Typical associated tasks include, but are not limited to, using statistical tools to interpret financial data sets in order to discover trends and patterns, supporting the creation of client facing and executive level analytic deliverables communicating trends and patterns from predictive and prescriptive analysis, collaborating with engineer teams to identify process improvements, supporting the design of data systems and databases, and fixing coding errors and other data-related problems.</p>	Bachelors	4

Labor Category	Service Description	Minimum Education	Minimum Years of Experience
Management/Financial Analyst 2	<p>Collects, cleans, and organizes customer and industry financial data for analysis. Supports analysis of quantitative customer financial data and identification of data trends, . and supports the generation of analytical products. Works in tandem with other Analysts to maintain and update databases of client information. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 2 has an intermediate understanding on the major concepts in a given field, and assists according to the direction of higher level Analysts.</p> <p>Services include curation, and analysis of industry and client data in order to create insightful recommendations for Senior Analysts on potential trends and patterns. Typical associated tasks include, but are not limited to, working with client program teams to clean and curate company and industry data to ensure high fidelity analysis, organizing collected data in databases designed by senior analysts, using statistical tools to interpret data sets in order to discover trends and patterns, and fixing coding errors and other data-related problems.</p>	Bachelors	2
Management/Financial Analyst 1	<p>Entry level collection, cleaning, and organization of customer financial data for analysis. Supports analysis of quantitative customer financial data, identification of data trends, and works in tandem with other Analysts to maintain and update databases of client information. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements. Level 1 has a novice understanding on the major concepts in a given field, and assists according to the direction of higher levels.</p> <p>Services include collection, organization, and cleaning of financial industry and quantitative client financial data in order to create viable and efficient databases for analysis. Typical associated tasks include, but are not limited to, working with client program teams to collect company and industry data through interviews, in-person events, and virtual transfer, organizing collected data in databases designed by senior analysts, cleaning data to ensure highest fidelity trend analysis, implementing fixes to coding errors and other data-related problems.</p>	Bachelors	0
Management/Financial Ecosystem Architect	<p>Supports clients and program teams in building effective, long-term, grass-roots innovation efforts. Uses qualitative/quantitative market data from existing innovation ecosystems and an extensive professional network to build an ecosystem of start-up entrepreneurs, venture capital, private equity, and academic organizations around client problems to foster innovative solutions. Specialty in Management Consulting, Administrative Management, and General Management Consulting with an emphasis on assessing results achieved across all Human Capital Management systems and activities in support of mission goals to identify and implement improvements.</p> <p>Services include advisory support to executive and program teams in building innovation ecosystems and solution networks. Typical associated tasks include, but are not limited to, working directly with industry partners to create a network map of organizations working on similar problems, leading engagements with internal client teams and external organizations to promote efficient use of organizational resources, connecting Subject Matter Experts to potential solution vendors for viability, feasibility, and desirability testing, and integrating clients and innovation communities (entrepreneur, venture capital, private equity, and academic) to create an innovation ecosystem and explore cutting edge solutions to company problems.</p>	Bachelors	15

SCLS MATRIX

The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Professional Services Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and / or when the contractor adds SCLS labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

Training Courses

Course Title: H4x Basic Course

Course Description: H4x Basic Course: Exposes participants to the complete H4X innovation pipeline with team exercises demonstrating foundational concepts. Maximum participants: 12 (two teams)

Course Length: 2.5 Days

Minimum Participants: 1

Maximum Participants: 12

Price Offered to GSA: \$29,924.43

Course Title: Problem Curation Workshop

Course Description: Problem Curation Workshop: This workshop, for multiple problem owners and supporting team members, results in curated problems with focused and measurable outcomes. Participants: 6 to 12 (at least two teams)

Course Length: 1 Day

Minimum Participants: 6

Maximum Participants: 12

Price Offered to GSA: \$59,848.87

Course Title: Problem Extraction Workshop

Course Description: Problem Extraction Workshop: This workshop helps extract problems from a broad area or organizational level challenges providing a starting point for curation. This team will be lead thought initial hypothesis development. Participants: 6 to 15

Course Length: 2 Days

Minimum Participants: 6

Maximum Participants: 15

Price Offered to GSA: \$74,811.08

Course Title: Problem Curation Support

Course Description: Problem Curation Support: Curation is a series of engagements with a problem owner to flush out a basic need, beneficiaries, desired outcomes, and other factors that indicate success. Curation of organization problems over a 1 month period. Curation teams will create completed problem statements, providing a quality assessment and problem scoring (teleconference). Curated problems will join the curated problem board for potential technical vetting. Assumes 2 problems/month.

Course Length: 30 Days

Minimum Participants: 1

Maximum Participants: 12

Price Offered to GSA: \$14,962.22

Course Title: Exploration Workshop (Technical Terrain Walk)

Course Description: Exploration Workshop (Technical Terrain Walk): Provides entry level market research followed by exploration of use cases around a specific problem. Exploration includes facilitated sessions with industry experts, thought leaders, and cutting-edge companies, with the intent to build an external coalition of supporters and connect problem owners to potential solution vectors. After action artifacts document findings and observations as entry into problem discovery. Maximum participants: 8.

Course Length: 2.5 Days

Minimum Participants: 1

Maximum Participants: 8

Price Offered to GSA: \$119,697.73

Course Title: Discovery Workshop

Course Description: Discovery Workshop: We bring together essential stakeholders to collectively design potential solutions while building an internal coalition of supporters. By creating a mission model for success, this facilitated workshop converts a curated problem, combined with external inspiration, into one or more solution hypotheses ready for experimentation and solution validation. Minimum participants: 8, Maximum: 15

Course Length: 4 Days

Minimum Participants: 8

Maximum Participants: 15

Price Offered to GSA: \$149,622.17